**IHFC Chief Executive Officer Profile**

Ashutosh Dutt Sharma, a graduate of the Department of Management Studies, IIT Delhi has vast experience in multiple business functions such as operations, finance, sales and marketing and client servicing.

He started his career with vCustomer as a Management Trainee as part of their Global Leadership Program.

After that, he spent nearly 12 years at Airtel in various roles such as Manager, Business excellence; National Head B2B Marketing U & R; National Head GTM- Mobile and Fixed line services and General Manager Sales and Marketing.

Subsequently, he served as Senior Vice President, Client Servicing, IndiaMART InterMESH Limited where he was responsible for managing a team of 550+ people (account managers, product marketing, customer care) to deliver best in class digital marketing service to Indiamart clients across India.

Prior to joining IHFC as the Chief Executive Officer, he held the position of General Manager-Sales and Business Operations-South West Asia at Samsung Electronics. Here he was responsible for B2B Online, Education Vertical and B2B2C sales (through online, retail, government canteens) of mobility and security products/solutions generating $35M business. He was also responsible for business operations comprising of products/solutions management, pricing, sales strategy and leadership review for B2B & Government division of IT & Mobility business generating $170M business.